

## Message Text

UNCLASSIFIED

PAGE 01 OSLO 00665 150115Z

60

ACTION PER-05

INFO OCT-01 EUR-06 ISO-00 COME-00 EB-05 /017 W

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R 141051Z FEB 74

FM AMEMBASSY OSLO

TO SECSTATE WASHDC 7814

UNCLAS OSLO 0665

E.O. 11652: N/A

TAGS: APER, NO

SUBJ: BUSINESS CONSULTATION FOR FSL OLAV CAMPBELL

REF: OSLO A-234, NOVEMBER 6; STATE A-9957; DEC 4, 1973;

OSLO A-8, JAN 15, 1974

1. THE RESPECTIVE FIELD OFFICES OF THE USDOC HAVE TRADE SPECIALISTS WITH UNIQUE KNOWLEDGE OF THE INDUSTRIES AND FIRMS NEW TO EXPORT MARKETING WHICH WOULD BE DEFINITELY INTERESTED IN APPOINTING AGENTS, REPRESENTATIVES OR DISTRIBUTORS. BASED ON EARLIER EXPERIENCE, MR. CAMPBELL SUGGESTS THAT NO ADVANCE APPOINTMENT BE MADE, BUT THAT ON THE FIRST MORNING OF HIS VISIT, HE AND THE TRADE SPECIALIST DISCUSS THESE FIRMS AND THEIR PRODUCTS. IT IS BELIEVED THAT IT WOULD THUS BE POSSIBLE TO IDENTIFY FIRMS AND PRODUCTS WHICH WOULD BE LIKELY TO HAVE A POTENTIAL MARKET IN NORWAY AND SWEDEN./ IT WOULD BE A GREAT HELP IF LITERATURE ON THE VARIOUS PRODUCTS WERE AVAILABLE IN ADVANCE. LATER THAT DAY AND THE FOLLOWING DAY IT WOULD BE POSSIBLE TO COMMUNICATE WITH THE COMPANIES WHICH APPEARED TO HAVE THE PRODUCTS WITH THE HIGHEST POTENTIAL.

THE FOLLOWING DATES FIT INTO MR. CAMPBELL'S TRAVEL PLANS:

(GREYHOUND BUS)

SAN FRANCISCO MAY 2 AND 7

LOS ANGELES MAY 9 AND 10

MINNEAPOLIS MAY 17 AND 20

2. IF COMMERCE HAS NO OBJECTIONS, MR. CAMP\*ELL WOULD LIKE TO COMMUNICATE WITH HIS OPPOSITE NUMBER AT THE DISTRICT OFFICES AS SOON

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PA\*E 02 OSLO 00665 150115Z

AS POSSIBLE TO FACILITATE AS MUCH ADVANCE WORK AS POSSIBLE ON BOTH

SIDES. PLEASE ADVISE WHETHER GOVERNMENT EMPLOYEE DISCOUNTS APPLY  
AT HOTELS IN SF, LA AND MPLS.  
BYRNE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 FEB 1974  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BUSINESS CONSULTATION FOR FSL OLAV CAMPBELL  
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**To:** STATE  
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